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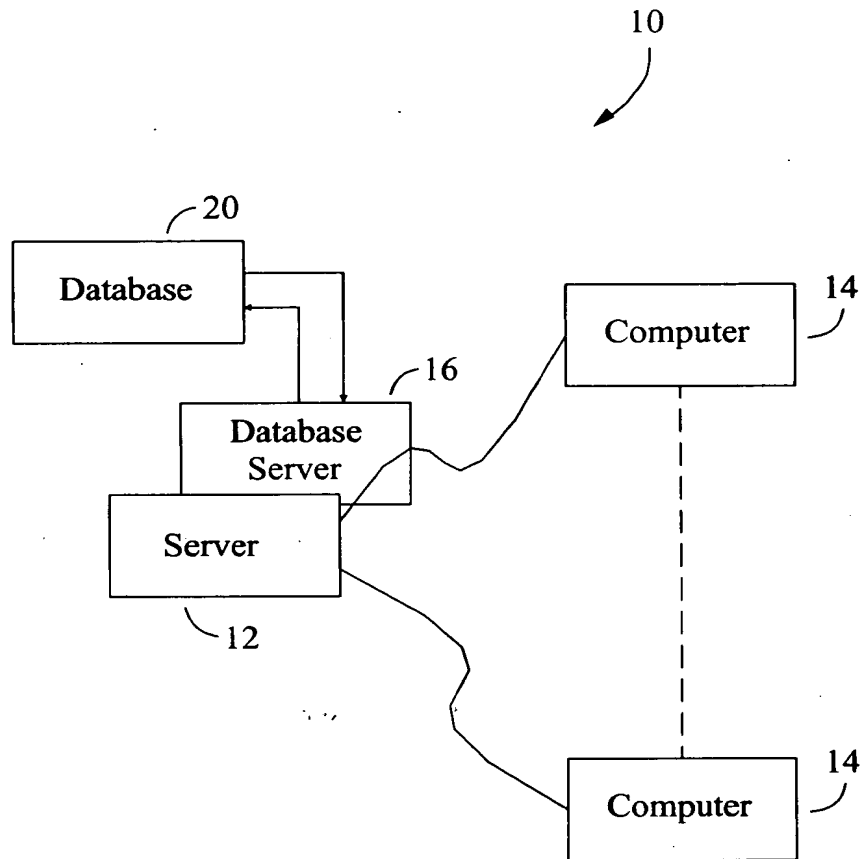


FIG. 1

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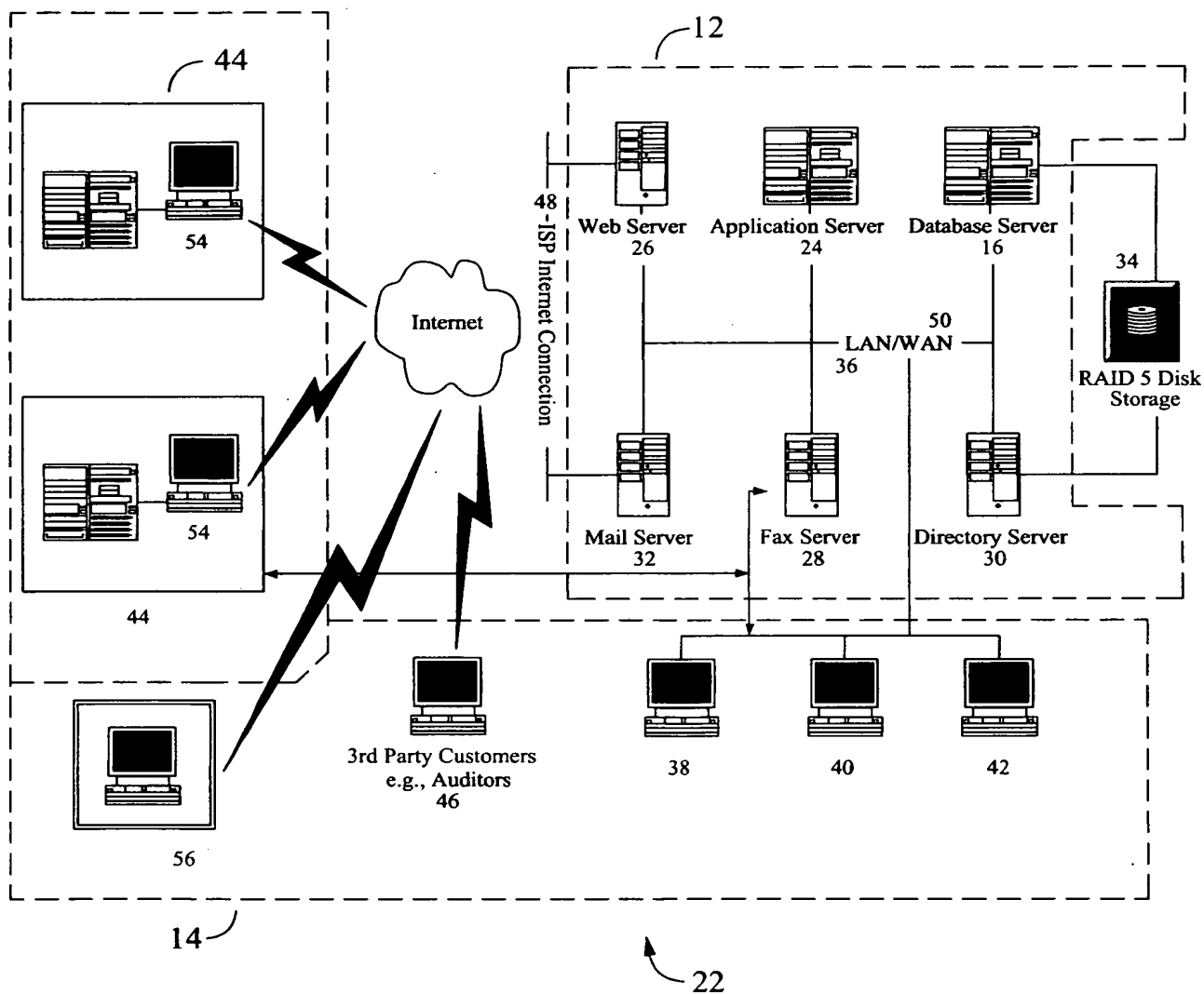


FIG. 2

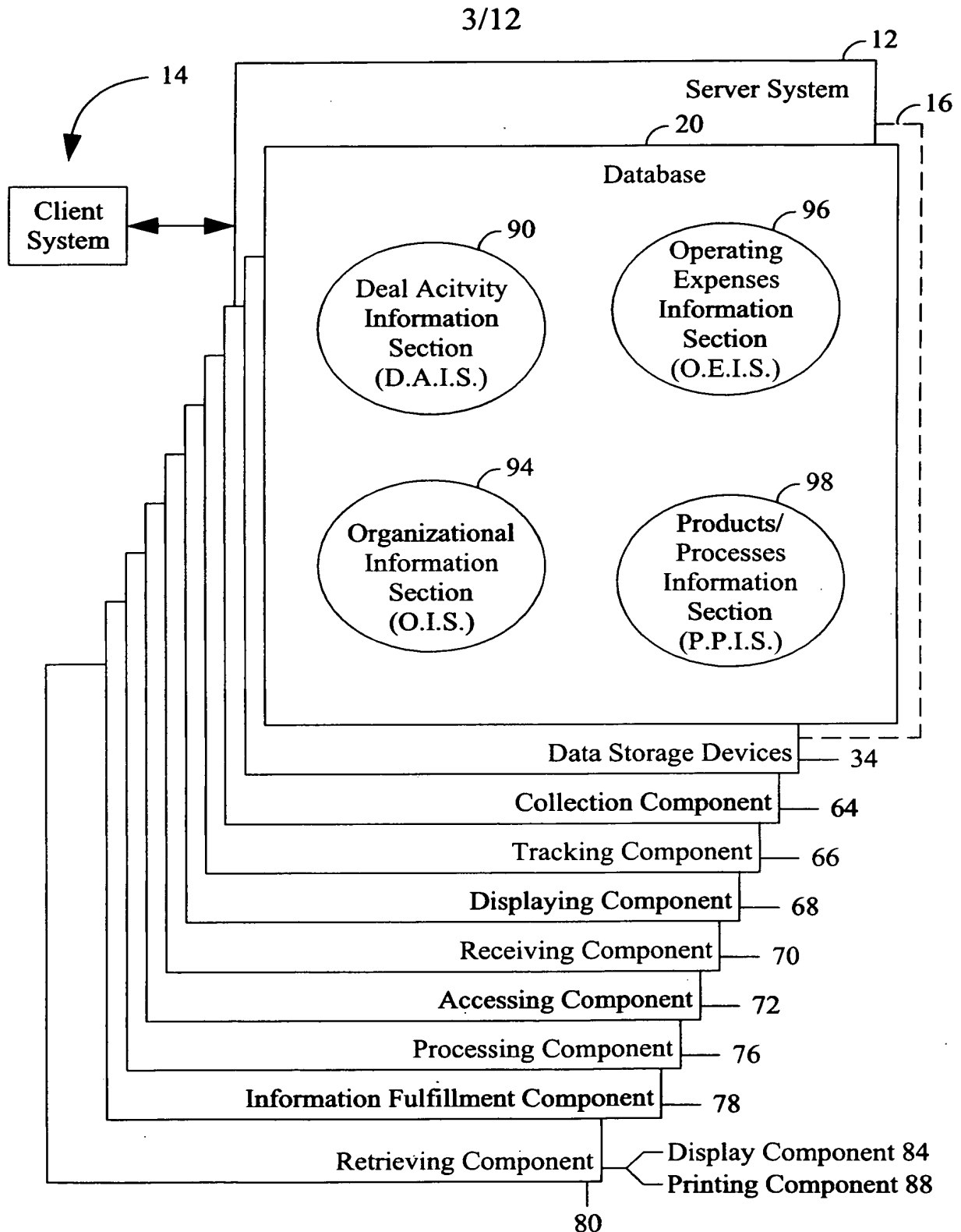


FIG. 3

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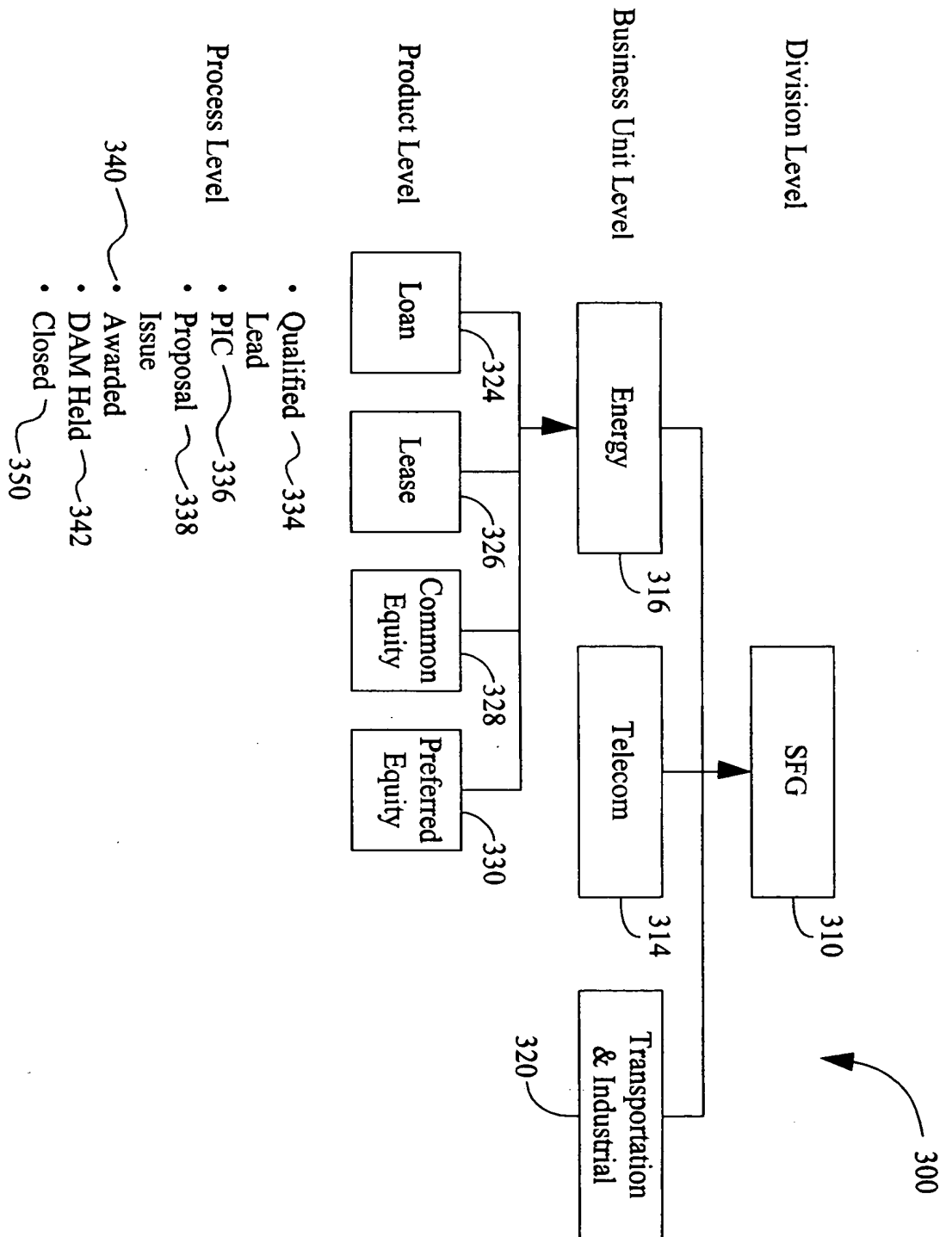


FIG. 4

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	HQ Level	Board Level	Division Level	Total	Time Allocation %	Weighted Cost/Process	Average Unit Cost
# of QL	84	47	136	267	18%	\$ 4,892,265	\$ 18,323
Lead and Terminated	23	23	56	102			
# of PICs	61	24	80	165	6%	\$ 1,630,755	\$ 9,883
PIC and Terminated	28	8	16	52			
# of Issued Proposals	33	16	64	113	18%	\$ 4,892,265	\$ 43,294
Issued and Terminated	7	8	11	26			
# Awarded or Credit Request	26	8	53	87	34%	\$ 9,240,945	\$ 106,218
Awarded and Terminated	3	0	4	7			
# of DAM Held	23	8	49	80	7%	\$ 1,902,547	\$ 38,827
HQ Approval				23	2%	\$ 543,585	\$ 23,634
BOD Approval				8	2%	\$ 543,585	\$ 67,948
DAM and Terminated	5	2	12	19			
# Approved	18	6	37	61	13%	\$ 3,533,302	\$ 57,923
Approved and Terminated	7	2	8	17			
Close	11	4	29	44	100%	DIV Deals	\$ 259,423
1/T&I '99 Activity Allocation							HQ Deals \$ 259,278
							BOD Deals \$ 303,590

TOTAL	\$ 27,179,249
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FIG. 5

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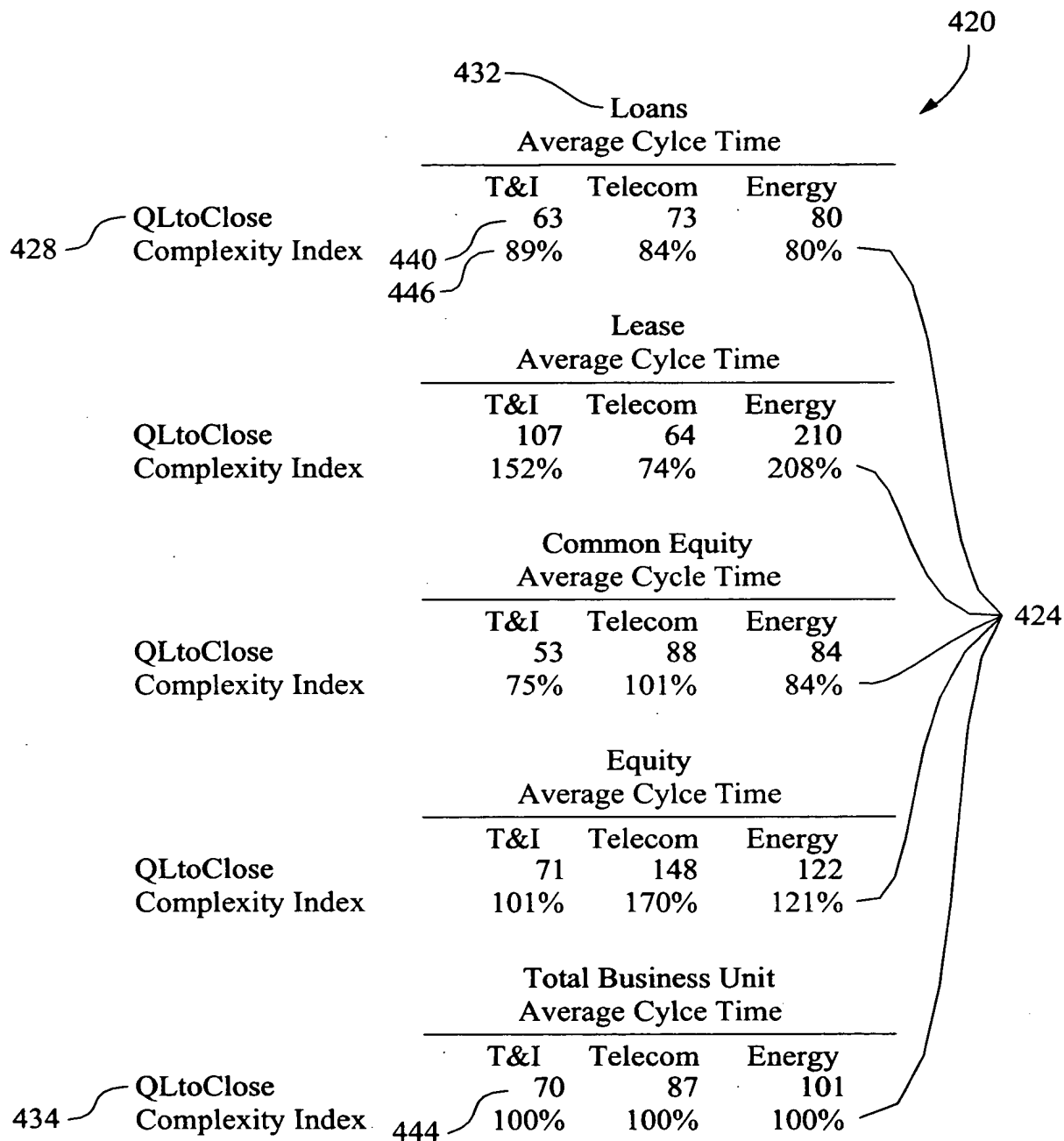


FIG. 6

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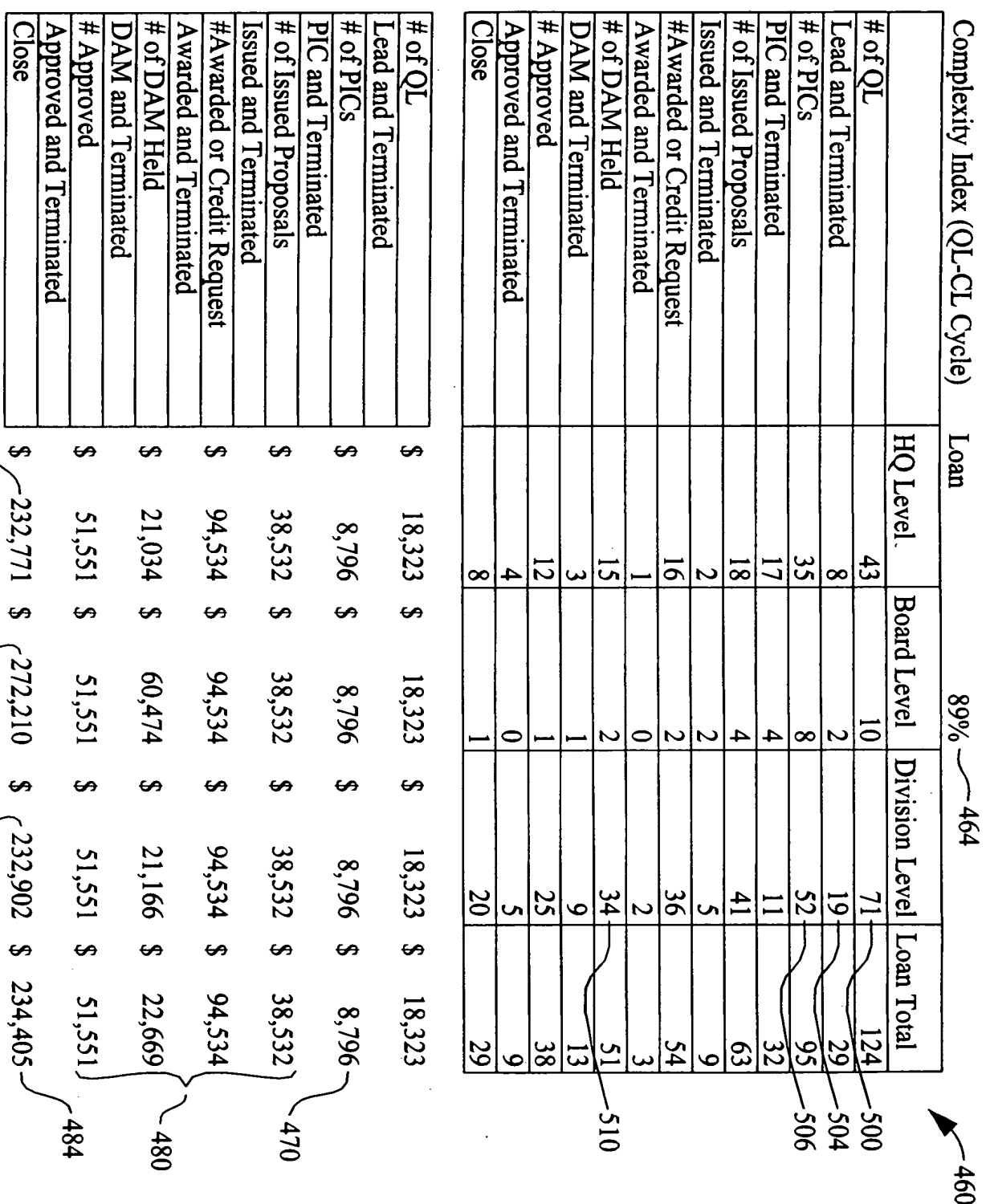


FIG. 7

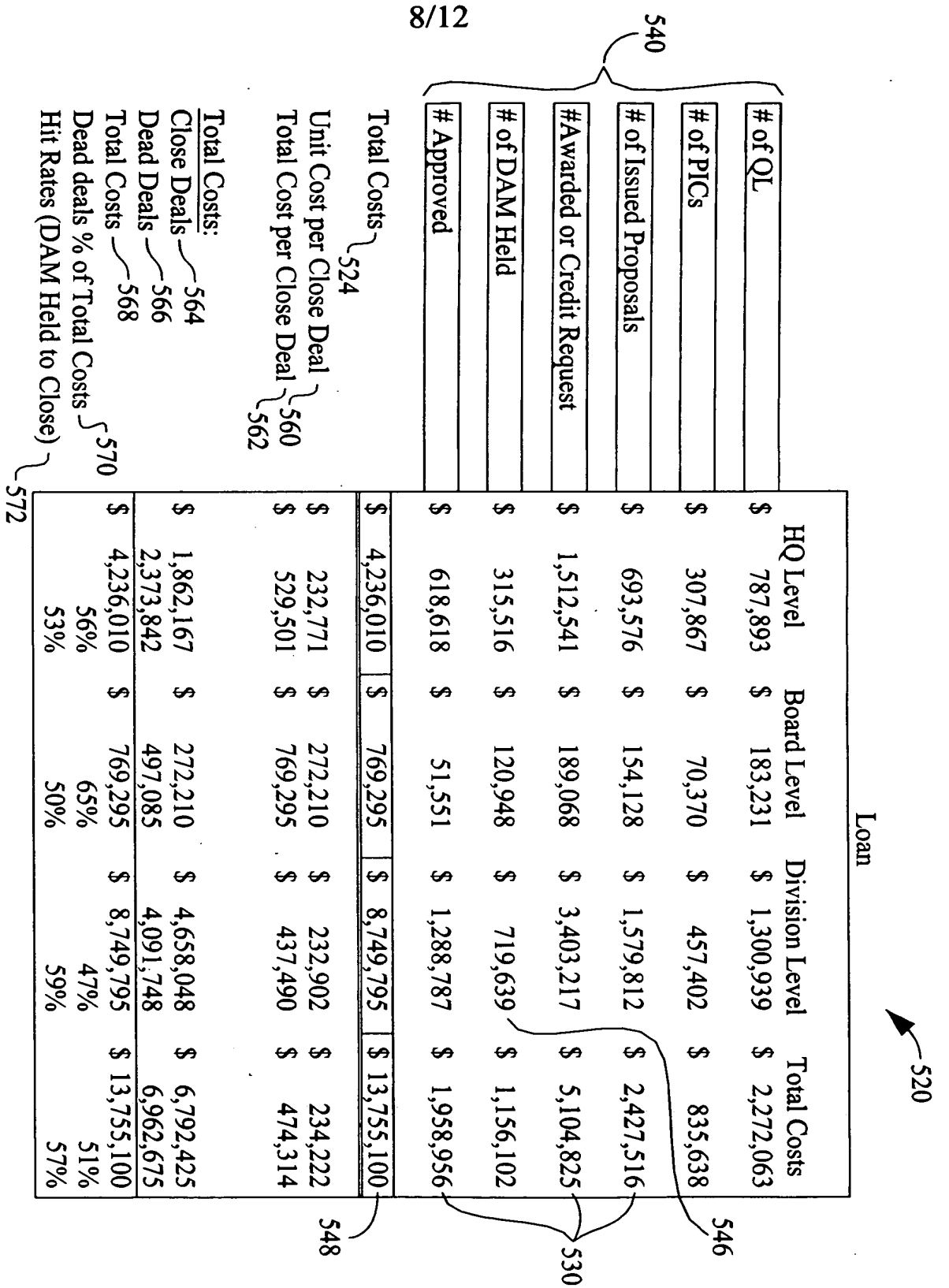


FIG. 8

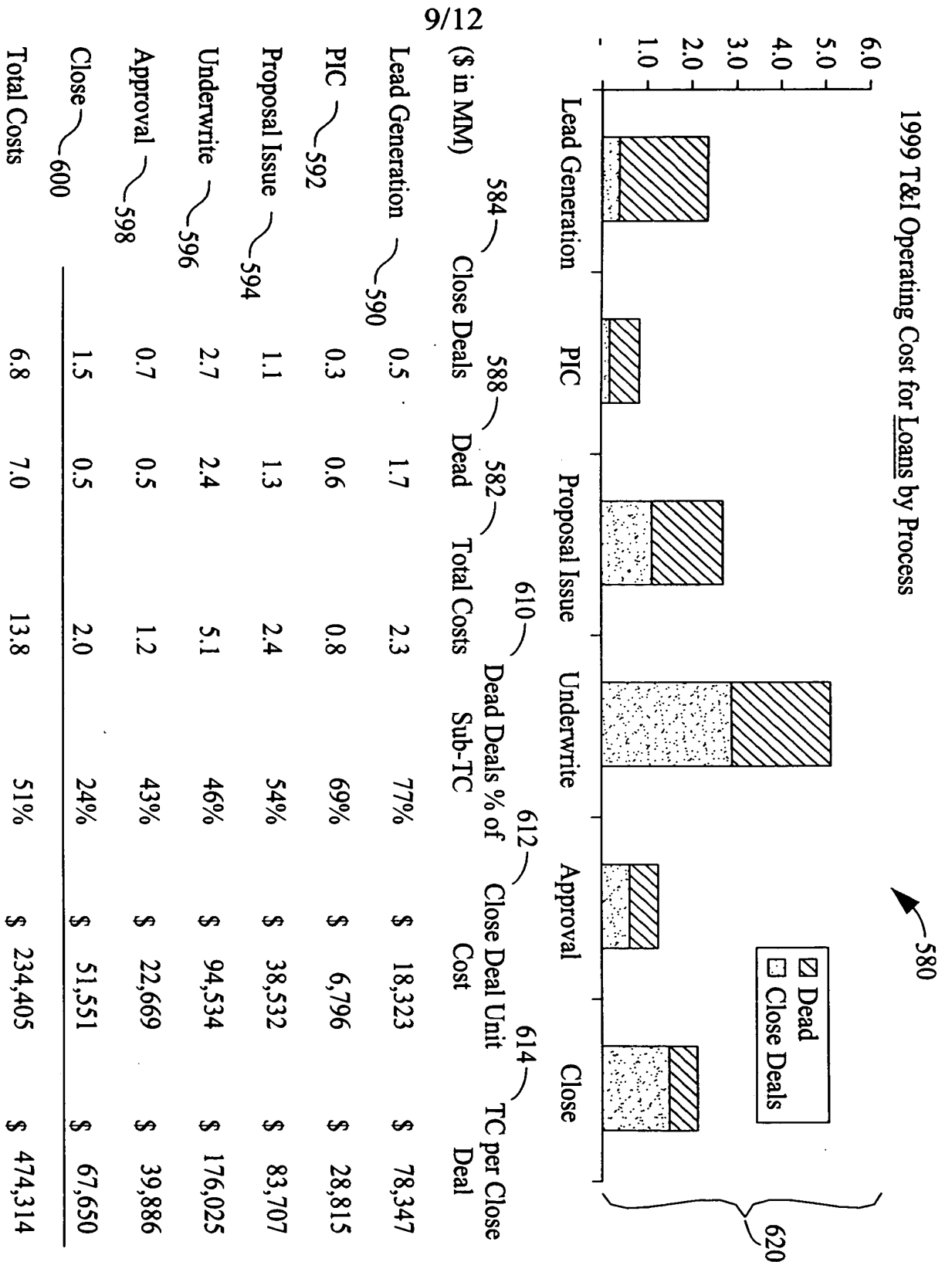


FIG. 9

1999 T&I Operating Cost by Product

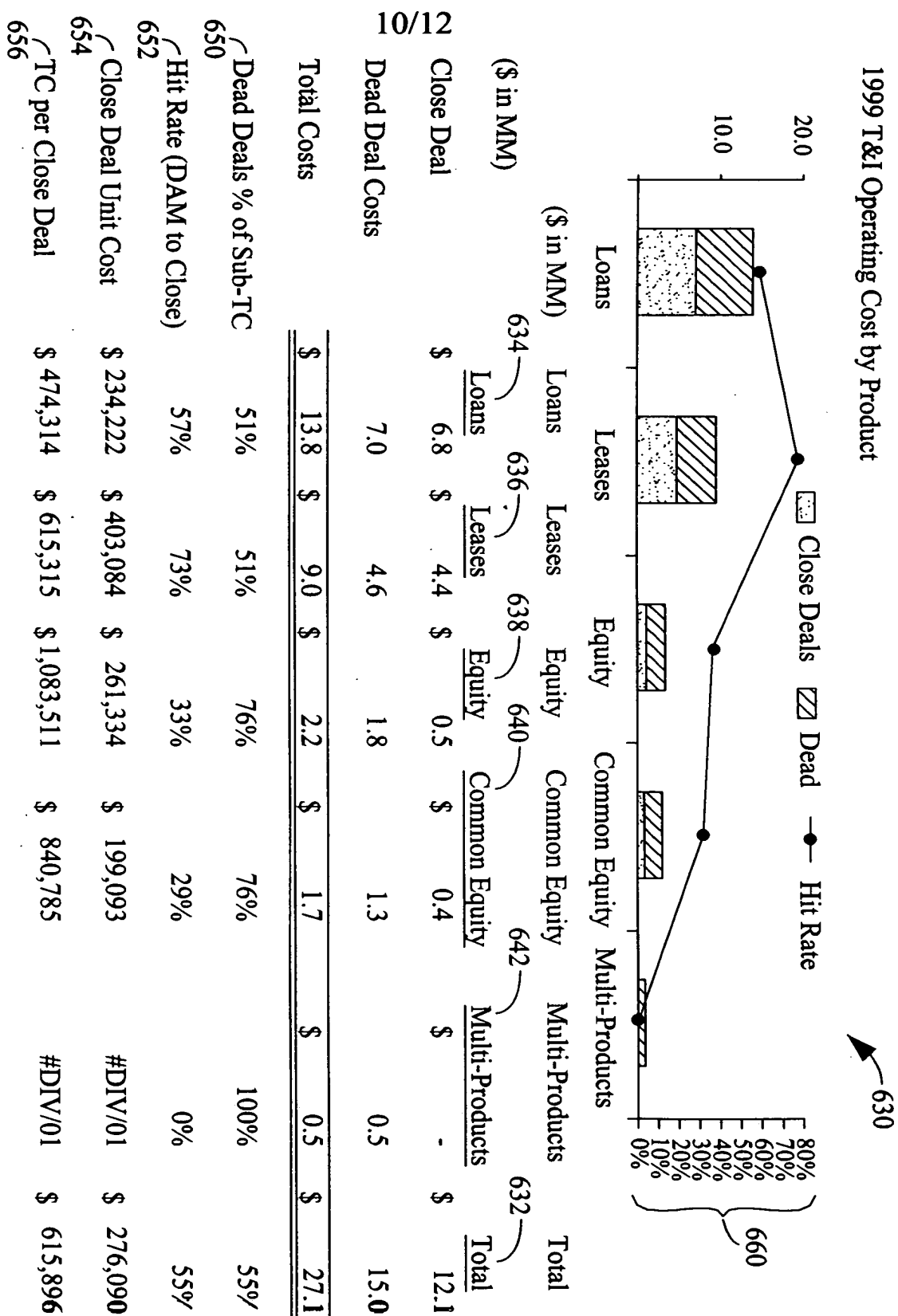


FIG. 10

1999 T&I Operating Cost for All Products by Process

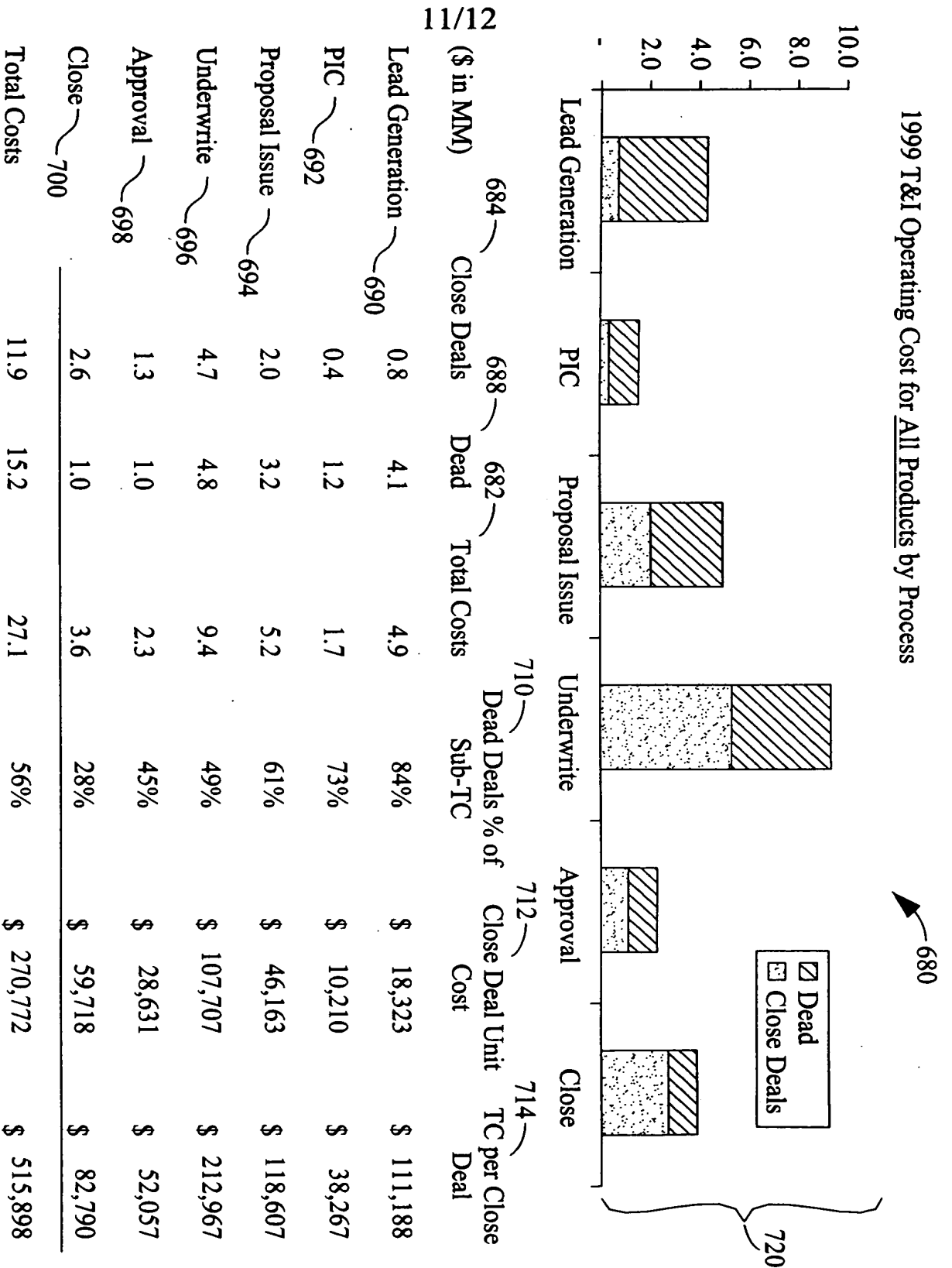


FIG. 11

